

Barnesville, Ga., Jan. 24, 1928.

Mr. Tom Wilson, Hardware Merchant,
Tyler, Texas.

Dear Mr. Wilson:

Your letter of January 16th came to hand very promptly, but my reply has been delayed by my stenographer being out on account of illness in the family.

This Rayon Mill has just started up. In fact the first samples went forward the first week in January. The Wrights Health Underwear Company, Leonard Street, New York City, are our Selling Agents; and we cater exclusively to the jobbing trade, yet we do sell some of the retail trade, Altman, Gimble, Wanamaker, etc. We have one party in Kansas City that has sent us in an order, but I presume that this is out of your jobbing territory.

We are making two numbers for the jobbing trade, which is jobbed at \$8.00 and \$12.00 per dozen. I rather think that the ones sent Edna are jobbed at \$12.00 per dozen.

Mr. Cason, my son-in-law, is general manager of the plant. I will request him to send these people samples if they wish us to do so. I notice that they are rated from \$100,000.00 to \$150,000.00 with third grade credit.

Our mill terms are 2% ten days from date of invoice. Ordinarily all merchandise is billed through our Agents in New York, but I assume that I can arrange to have this merchandise billed direct from Barnesville if these gentlemen are interested. Of course, anything you might want for family use we could execute the order and have it sent direct to you.

Durward is arranging to move to Athens, Georgia, having been elected President of the Southern Manufacturing Company at Athens, which is one of the largest mills in the State, having 33,500 spindles. This somewhat breaks me up, as we have all lived here next door to one another. The Eatonton Cotton Mills that we own, we are now trying to sell, in order to transfer all capital to Athens.

Give my love to all the family whenever you see them, and be

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sure and send same to your Mother the first time you write.

With kind regards, I beg to remain

Yours most cordially,

JCC:S